

# Exhibit 10

**From:** Rick Lombardo </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=7E289B4A82784C7A8DDB5B7D598FFDF4-RICK.LOMBAR>  
**Sent:** Monday, December 5, 2016 1:50 PM  
**To:** Moore, Melanie <mmoore@jaxusa.org>  
**Subject:** RE: Data Explorer

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Hi Melanie,

I am open tomorrow anytime other than 10:30-11:30 and 2:00-3:00. Please let me know what other time works best for you and I will give you a call.

Thanks,

**Rick Lombardo**  
Chmura Economics & Analytics  
1025 Huron Road East  
Cleveland, OH 44115  
[Rick.Lombardo@chmuraecon.com](mailto:Rick.Lombardo@chmuraecon.com)  
216.357.4730 Ext. 211  
[www.chmuraecon.com/JobsEQ](http://www.chmuraecon.com/JobsEQ)

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**From:** Moore, Melanie [mailto:mmoore@jaxusa.org]  
**Sent:** Monday, December 5, 2016 12:33 PM  
**To:** Rick Lombardo <rick.lombardo@chmuraecon.com>  
**Subject:** RE: Data Explorer

Can we find some time today or tomorrow to schedule a call so you can show me how best to set up groups of metros where it will run data on each metro separately?

Thanks,

Melanie

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**From:** Moore, Melanie  
**Sent:** Thursday, December 01, 2016 3:16 PM  
**To:** 'Rick Lombardo' <[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)>  
**Subject:** RE: Data Explorer

My meeting was canceled so I was able to try this again and still have a bunch of questions...

I saved the regions I had selected previously in Data Explorer (8 MSAs, Florida, and the US) and loaded them, but when I went to change the Data Set, all my regions disappeared. Is there a way the regions could remain as I change out data sets?

Since they didn't save between data sets, I tried to create a region in the Setup area, but I noticed when saving each MSA, it only saves them as a list of counties and does not actually retain them as MSAs. How can I save a list of metro areas and run reports on them all at once?

I started from scratch and tried to create the report again and it worked this time. Odd. I went through exactly the same steps. Anyway, I saved the report this time, but I would like to know how best to create a group of MSAs I can use to run many different reports.

Melanie

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**From:** Rick Lombardo [mailto:[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)]  
**Sent:** Thursday, December 01, 2016 7:48 AM  
**To:** Moore, Melanie <[mmoore@jaxusa.org](mailto:mmoore@jaxusa.org)>  
**Subject:** RE: Data Explorer

Hi Melanie,

I just wanted to touch base with you to see if you were able to get this taken care of. If not please give me a call and maybe we can run through it together.

If I don't hear from you I hope you have a great day!

**Rick Lombardo**  
Chmura Economics & Analytics

1025 Huron Road East  
Cleveland, OH 44115  
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216.357.4730 Ext. 211  
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**From:** Moore, Melanie [<mailto:mmoore@jaxusa.org>]  
**Sent:** Tuesday, November 29, 2016 3:49 PM  
**To:** Rick Lombardo <[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)>  
**Subject:** RE: Data Explorer

I double-clicked over and over and nothing happened. I will try it again tomorrow.

**From:** Rick Lombardo [<mailto:rick.lombardo@chmuraecon.com>]  
**Sent:** Tuesday, November 29, 2016 3:41 PM  
**To:** Moore, Melanie <[mmoore@jaxusa.org](mailto:mmoore@jaxusa.org)>  
**Subject:** RE: Data Explorer

Double click on employment and it should fill in. It might kick it back to 2015 since we are still in 2016. If you still have problems with this, please let me know.

Thanks,

**Rick Lombardo**  
Chmura Economics & Analytics  
1025 Huron Road East  
Cleveland, OH 44115  
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216.357.4730 Ext. 211  
[www.chmuraecon.com/jobsEQ](http://www.chmuraecon.com/jobsEQ)

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**From:** Moore, Melanie [<mailto:mmoore@jaxusa.org>]  
**Sent:** Tuesday, November 29, 2016 3:32 PM  
**To:** Rick Lombardo <[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)>  
**Subject:** Data Explorer

Rick-

I need to see total employment for all industries, but the values area says "No Values Selected." What am I doing wrong and is there a better way to do this?



What I would ideally like to see is the following layout. Is this possible to set up in one table in Data Explorer?

Industry Data, Latest Available Data		
	Professional, Scientific, and	Total

	Technical Services (541)	Employment, All Industries
Region	Empl	
Atlanta--Athens-Clarke County-- Sandy Springs, GA CSA	218,619	
Austin-Round Rock, TX MSA	100,374	
Charlotte-Concord-Gastonia, NC-SC MSA	73,477	
Florida	588,195	
Jacksonville, FL MSA	43,078	
Nashville-Davidson--Murfreesboro-- Franklin, TN MSA	60,387	
Orlando-Kissimmee-Sanford, FL MSA	73,229	
Raleigh, NC MSA	55,492	
Tampa-St. Petersburg-Clearwater, FL MSA	101,374	
USA	9,820,785	

Melanie M. Moore  
Senior Director, Business Intelligence  
JAXUSA Partnership  
A Division of JAX Chamber  
Office (904) 366-6676  
Cell (904) 755-6738  
<http://www.jaxusa.org>  
Visit us on: [Facebook](#) | [Twitter](#)

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**From:** Rick Lombardo </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=7E289B4A82784C7A8DDB5B7D598FFDF4-RICK.LOMBAR>  
**Sent:** Tuesday, February 14, 2017 7:51 AM  
**To:** Santiago, Stephanie <SantiagoS@elpasotexas.gov>  
**Subject:** RE: Questions on data

Good Morning Stephanie,

Please give me a call once you get in today and I can walk you through where to pull the information you are looking for.

Thanks!

**Rick Lombardo**  
Chmura Economics & Analytics  
1025 Huron Road East  
Cleveland, OH 44115  
[Rick.Lombardo@chmuraecon.com](mailto:Rick.Lombardo@chmuraecon.com)  
216.357.4730 Ext. 211  
[www.chmuraecon.com/JobsEQ](http://www.chmuraecon.com/JobsEQ)

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**From:** Santiago, Stephanie [mailto:SantiagoS@elpasotexas.gov]  
**Sent:** Monday, February 13, 2017 7:08 PM  
**To:** Rick Lombardo <rick.lombardo@chmuraecon.com>  
**Subject:** Questions on data

Hi Rick,

I have a question regarding on how to best pull this data...

Do you know which section of Chmura I should use that would best represent something like the info below? I appreciate your help!

**2014–2024 NEW MEXICO EMPLOYMENT PROJECTIONS**  
INDUSTRY EMPLOYMENT PROJECTIONS  
November 2016

ALBUQUERQUE MSA   CENTRAL WORKFORCE REGION	
Industry	
31	Manufacturing
51	Information
22	Utilities
11	Agriculture, Forestry, Fishing & Hunting
21	Mining, Quarrying & Oil & Gas Extraction
55	Management of Companies & Enterprises
53	Real Estate & Rental & Leasing
92	State Government
91	Federal Government
93	Local Government
81	Other Services (Ex. Public Administration)
56	Admin. & Support & Waste Mgmt & Remediation
71	Arts, Entertainment & Recreation
42	Wholesale Trade
48	Transportation & Warehousing
52	Finance & Insurance
54	Professional, Scientific & Technical Services
67	Self-Employment & Unpaid Family Workers
23	Construction
44	Retail Trade
61	Educational Services
72	Accommodation & Food Services
62	Health Care & Social Assistance

\*\*\*Data are suppressed.

ALBUQUERQUE MSA   CENTRAL WORKFORCE REGI	
Industry	
51	Information
22	Utilities
31	Manufacturing
11	Agriculture, Forestry, Fishing & Hunting
21	Mining, Quarrying & Oil & Gas Extraction
53	Real Estate & Rental & Leasing
55	Management of Companies & Enterprises
93	Local Government
92	State Government
91	Federal Government
56	Admin. & Support & Waste Mgmt & Remediz
81	Other Services (Ex. Public Administration)
42	Wholesale Trade
44	Retail Trade
54	Professional, Scientific & Technical Services
67	Self-Employment & Unpaid Family Workers
71	Arts, Entertainment & Recreation
48	Transportation & Warehousing
52	Finance & Insurance
23	Construction
61	Educational Services
72	Accommodation & Food Services
62	Health Care & Social Assistance
***Data are suppressed.	

ALBUQUERQUE MSA   CENTRAL WORKFORCE REGI	
Industry	
425	Wholesale Electronic Markets & Agents & Br
423	Merchant Wholesalers, Durable Goods
452	General Merchandise Stores
451	Sporting Goods, Hobby, Musical Instrument
444	Building Material & Garden Equipment & Si
623	Nursing & Residential Care Facilities
561	Administrative & Support Services
446	Health & Personal Care Stores
493	Warehousing & Storage
713	Amusement, Gambling & Recreation Indust
236	Construction of Buildings
524	Insurance Carriers & Related Activities
721	Accommodation
238	Specialty Trade Contractors
541	Professional, Scientific & Technical Services
622	Hospitals
611	Educational Services
624	Social Assistance
722	Food Services & Drinking Places
621	Ambulatory Health Care Services
***Data are suppressed.	

ALBUQUERQUE MSA   CENTRAL WORKFORCE REGI	
Industry	
488	Support Activities for Transportation
611	Educational Services
622	Hospitals
238	Specialty Trade Contractors
236	Construction of Buildings
444	Building Material & Garden Equipment & Si
512	Motion Picture & Sound Recording Industrie
524	Insurance Carriers & Related Activities
451	Sporting Goods, Hobby, Musical Instrument
721	Accommodation
446	Health & Personal Care Stores
443	Electronics & Appliance Stores
722	Food Services & Drinking Places
523	Securities/Commodity Contracts/Other Inves
425	Wholesale Electronic Markets & Agents & Br
621	Ambulatory Health Care Services
624	Social Assistance

493	Warehousing & Storage
312	Beverage & Tobacco Product Manufacturing
519	Other Information Services

\*\*\*Data are suppressed.



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**Sent:** Thursday, April 20, 2017 9:49 AM  
**To:** Pam Clay <pclay@dekalbcountyga.gov>  
**Subject:** RE: Question

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Hi Pam,

I am about to jump on a demo so I will give you a call in a little over an hour and I can assist you in pulling this. I have a few questions but we can get those answered when I call.

Thanks,

**Rick Lombardo**  
Chmura Economics & Analytics  
1025 Huron Road East  
Cleveland, OH 44115  
[Rick.Lombardo@chmuraecon.com](mailto:Rick.Lombardo@chmuraecon.com)  
216.357.4730 Ext. 211  
[www.chmuraecon.com/jobsEQ](http://www.chmuraecon.com/jobsEQ)

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**From:** Pam Clay [mailto:pclay@dekalbcountyga.gov]  
**Sent:** Thursday, April 20, 2017 9:34 AM  
**To:** Rick Lombardo <rick.lombardo@chmuraecon.com>  
**Subject:** Question

Hi Rick,  
I hope your week is going well.  
I have a question, is there a way to pull the detailed data listed below through JobsEQ?  
Thanks,  
Pam

Northeast Alabama Community College
Community College
Rainsville, AL (15 mi)
2,710
886
<ul style="list-style-type: none"><li>• CIP 15.000 Engineering Technology, General - 21</li><li>• CIP 47.0105 Industrial Electronics Technology/ Technician - 35</li><li>• CIP 47.0303 Industrial Mechanics and Maintenance Technology - 117</li></ul>

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**From:** Rick Lombardo </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=7E289B4A82784C7A8DDB5B7D598FFDF4-RICK.LOMBAR>  
**Sent:** Thursday, August 10, 2017 9:30 AM  
**To:** Crakes, Stacy <SCrakes@scottfss.org>  
**Subject:** RE: Chmura Economics JobsEQ - Scott County Question

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Hi Stacy,

The total number that we have shown is 36.8%. However, we are using more recent sources such as the updated population for this year, the 5 year 2015 ACS, and we include the self-employed and proprietors as well.

I hope this is what you are looking for and helps in the project you are working on! Please let me know if you have any other questions.

Thanks!

**Rick Lombardo**  
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Cleveland, OH 44115  
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216.357.4730 Ext. 211  
[www.chmuraecon.com/JobsEQ](http://www.chmuraecon.com/JobsEQ)

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**From:** Crakes, Stacy [mailto:SCrakes@scottfss.org]  
**Sent:** Wednesday, August 9, 2017 5:12 PM  
**To:** Rick Lombardo <rick.lombardo@chmuraecon.com>  
**Subject:** Chmura Economics JobsEQ - Scott County Question

Hi Rick,

We are working through some things right now related to the percentage of Scott County resident workers we have who live and work in Scott County. Long story short – the American Community Survey says 34.8% (2010), while the Census Bureau's On the Map tool says 24.4%.

We have an idea of what is causing the discrepancy (we were informed that self-employed workers are NOT included in the On the Map data), but just out of curiosity, can JobsEQ be used to pull a number for this statistic and if so, are you able to tell me what that number is for Scott County to see if it's close to that 34.8%?

Thanks!!  
Stacy

*Stacy Crakes, P.E.*

Scott County CDA – First Stop Shop | Business Development Director  
4646 Dakota Street SE | Prior Lake, MN 55372  
Direct: 952.496.8613 | Cell: 612.964.7893 | [SCrakes@scottfss.org](mailto:SCrakes@scottfss.org)



**From:** Rick Lombardo </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=7E289B4A82784C7A8DDB5B7D598FFDF4-RICK.LOMBAR>  
**Sent:** Friday, March 23, 2018 12:39 PM  
**To:** Sherry Ambrose <SAmbrose@IrvingChamber.com>  
**Subject:** RE: JobsEQ data question

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Hi Sherry,

I hope everything has been well in your world since we last spoke regarding JobsEQ. I wanted to follow back up to see if you might be interested in a personalized training session in the coming days/weeks. I noticed that you have not been utilizing the program much recently and most of the times I see that is due to the fact the platform could seem overwhelming sometimes.

I would love the opportunity to walk you and/or your team through some "best practices" of using JobsEQ in the coming days weeks. If you could please give me a call or shoot me an email letting me know if this is something you would be interested in I would greatly appreciate it.

Thanks, and have a great weekend if I don't hear from you!

**Rick Lombardo**  
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**From:** Sherry Ambrose <SAmbrose@IrvingChamber.com>  
**Sent:** Wednesday, November 15, 2017 2:07 PM  
**To:** Rick Lombardo <rick.lombardo@chmuraecon.com>  
**Subject:** RE: JobsEQ data question

Thank you :).

On Nov 15, 2017 8:24 AM, Rick Lombardo <[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)> wrote:

Good Morning Sherry,

I am not sure what you started here but since Monday I received two more requests for this same information! So, I can tell you that you are not alone on this feature request. I have passed each request along to our data team so if there is anything we can do to get this information I will let you know.

Enjoy the rest of your week!

**Rick Lombardo**  
Chmura Economics & Analytics  
1025 Huron Road East  
Cleveland, OH 44115  
[Rick.Lombardo@chmuraecon.com](mailto:Rick.Lombardo@chmuraecon.com)  
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 <http://www.chmuraecon.com/images/mail/ChmuraLogo2014-2.png>

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**From:** Sherry Ambrose [<mailto:SAmbrose@IrvingChamber.com>]  
**Sent:** Monday, November 13, 2017 1:33 PM  
**To:** Rick Lombardo <[rick.lombardo@chmuraecon.com](mailto:rick.lombardo@chmuraecon.com)>  
**Subject:** RE: JobsEQ data question

Well, it was worth asking. I'm really surprised that this is such a hard number to track down. I tried calling our state LMI team, too.

Sherry Ambrose | VP Economic Development

Irving Economic Development Partnership

Irving-Las Colinas Chamber of Commerce

5201 N. O'Connor Blvd., Suite 100 | Irving, TX 75039

214-217-8484 (main) | 214-217-8470 (direct)

972-863-1250 (cell) | 214-389-2513 (fax)

[www.IrvingChamber.com](http://www.IrvingChamber.com)

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**From:** Rick Lombardo [<mailto:rick.lombardo@chmuraecon.com>]  
**Sent:** Monday, November 13, 2017 10:05 AM  
**To:** Sherry Ambrose  
**Subject:** RE: JobsEQ data question

Hi Sherry,

I am sorry but we are only able to provide establishments at the county level. I asked our data team if there would be a way for us to break that down in the future but they said that they would need to do some additional research on it since all the sources for this are at the county level.

I know this isn't the answer you were looking for and I apologize. This will be something that I forward over to our team so that they can add this to the roadmap moving forward at some point. If any other questions come up or if there is anything I could assist with please let me know.

Thanks!

**Rick Lombardo**

Chmura Economics & Analytics

1025 Huron Road East

Cleveland, OH 44115

[Rick.Lombardo@chmuraecon.com](mailto:Rick.Lombardo@chmuraecon.com)

216.357.4730 Ext. 211

[www.chmuraecon.com/JobEQ](http://www.chmuraecon.com/JobEQ)

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 <http://www.chmuraecon.com/images/mail/ChmuraLogo2014-2.png>

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**From:** Sherry Ambrose [<mailto:SAmbrose@IrvingChamber.com>]  
**Sent:** Monday, November 13, 2017 10:40 AM  
**To:** Rick Lombardo <[nick.lombardo@chmuraecon.com](mailto:nick.lombardo@chmuraecon.com)>  
**Subject:** JobEQ data question

Hi Rick,

I just left you a voicemail. Trying to get a good number for total establishments (all industries) in Irving, Texas. It's not available anywhere else (even the economic census data I can't seem to get to work is from 2012).

Is this something JobEQ can provide an estimate for? I don't think I've tried the right places.

Thank you!

Sherry

Sherry Ambrose | VP Economic Development

Irving Economic Development Partnership

Irving-Las Colinas Chamber of Commerce

5201 N. O'Connor Blvd., Suite 100 | Irving, TX 75039

214-217-8484 (main) | 214-217-8470 (direct)

972-863-1250 (cell) | 214-389-2513 (fax)

[www.IrvingChamber.com](http://www.IrvingChamber.com)

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